

Message Text

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INFO OCT-01 EUR-12 ISO-00 EB-07 RSC-01 /021 R

DRAFTED BY COM/BIC/OED/OPS/J.T.HARDISTY

APPROVED BY EB/OCA/REP:BEBYRON

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COM/DIBA/BIC/D.JOHNSON

STATE/EUR/EE/H.GILMORE

STATE/EUR/EE/R.CHRISTENSEN

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P 062209Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY BELGRADE PRIORITY

INFO AMCONSUL ZAGREB PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: PRODUCT OPPORTUNITY: POZEGA FOUNDRY AND PIPE-

--- FITTING FACILITY

1. OVERSEAS PRODUCT SALES GROUP OF USDOC HAS SPOKEN WITH GLEN MARKS OF SHALCO SYSTEMS OF CLEVELAND RE THE FOUNDRY EXPANSION PROJECT IN SLAVANSKA POZEGA AND THE MALLEABLE IRON PIPEFITTING FACILITY OF RMK ZENICA. MARKS INDICATED THAT HE HAD JUST HEARD THAT SMALLER MOLDING LINE FOR FOUNDRY HAD BEEN AWARDED TO A NON-U.S. COMPETITOR. HE IS ATTEMPTING TO CONFIRM THIS SINCE, IF TRUE, IT WOULD MEAN LOSS OF APPROX. 40 PERCENT OF PROJECT. MARKS ALSO FEELS THAT PRIORITIES FOR REMAINING 60 PERCENT OF PROJECT MAY BE PRICE, DELIVERY AND QUALITY IN THAT ORDER. IF THIS THE CASE, SHALCO MAY NOT BE COMPETITIVE ON ANY PART OF PROJECT DESPITE CONSIDERABLE EXPENSE AND COMMITMENT OVER LAST 12 MONTHS.

2. CONCERNING STATUS OF PIPEFITTING FACILITY FOR RMK

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ZENICA, MARKS IS WORRIED THAT EX-IM WILL NOT RENEW WHAT

HE BELIEVES TO BE THEIR THIRD EXTENSION OF A PC FOR THE PROJECT, WHICH EXPIRES AT END OF JANUARY 1975. PC IS THROUGH SOCIETY NATIONAL BANK OF CLEVELAND. REPS FROM SHALCO AND SNB EXPECT TO MEET WEEK OF JANUARY 6-10. SHALCO HOPES TO HAVE QUICK REPLY FROM RMK FOR BOARD MEETING

NEXT WEEK. WILL KEEP POSTS ADVISED.

3. ACTION REQUESTED: REQUEST THAT EMBASSY TRY TO OBTAIN STATUS OF POZEGA FOUNDRY PROJECT. SINCE SHALCO IS ONLY U.S. FIRM COMPETING, SUGGEST THAT EITHER EMBASSY OR CONSULATE ZAGREB REMIND POZEGA OFFICIALS OF SUPERIOR TECHNOLOGY OFFERED BY U.S. PROPOSAL AND ADVANTAGES OF NEW EQUIPMENT VICE USED EQUIPMENT. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 06 JAN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE002360
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/OPS/J.T.HARDISTY
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750005-0662
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750175/aaaacnwy.tel
Line Count: 75
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: buchant0
Review Comment: n/a
Review Content Flags:
Review Date: 24 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <24 FEB 2003 by RicharJA>; APPROVED <05 JAN 2004 by buchant0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY: POZEGA FOUNDRY AND PIPE- --- FITTING FACILITY
TAGS: BEXP, YO
To: BELGRADE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006